

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97** (Shipment will be made to Sales Rep if no R/Rep assigned).**ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.** *for arrival 11/13/97***UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	8-CASE DISPLAYS SHIPPED TO (COUNT REP X)
162201	162280	436499	B&M SMOKESHOP	RT 37 BOX 19	HOGANSBURG	NY	200	
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	200	
162201 Total							200	0395
162202	0	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	200	
162202 Total							200	0397
162210	0	486139	BARTCO PENN	150 SAWKILL AVE	MILFORD	PA	200	
162210 Total							200	0399
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	200	
162208	162220	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	200	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	200	
162220 Total							600	0179
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	200	
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	200	X
162221 Total							200	0189
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	200	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	200	
162209	162222	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	200	
162209	162222	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	200	X
162209	162222	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	200	X

7282-
0148

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	8-CASE ONSET DISPLAY	8-CASE ONSET SHIPPED TO ACCOUNT OFF-M
			162222 Total				1000	0190
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	200	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	200	X
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	200	X
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	200	X
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	200	X
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	200	
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	200	
			162223 Total				1400	0193
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	200	
			162224 Total				200	0195
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	100	X
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	100	X
			162225 Total				200	0197
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	200	
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTTS BEV&	ENDICOTT	NY	200	
			162226 Total				400	0201
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA	200	
162209	162227	584016	TOBACCO ROAD II	BOX 3	HONESDALE	PA	200	

DIVISION MANAGERS
J. McLEAN
C. PAGE

10/8/97WINCTNRR.XLS

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

STORE	R/REP	S/S	ADDRESS	CITY	STATE	CARTON QUANTITY	8-CASE DISPLAYS
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	200
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	200
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA	200
162227 Total						400	0202 ✓
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	200
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	200
162228 Total						400	0206 ✓
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOT	NEDROW	NY	200
162205	162230	641087	ONONDAGA NATION	DBA FIREKEEPERS DIN	NEDROW	NY	200
162230 Total						400	0208 ✓
162605	162231	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	200
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	200
162231 Total						400	0209 ✓
162202	162232	269012	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	200
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	200
162232 Total						400	0213 ✓
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	200
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	200
162233 Total						400	0215 ✓
162233 Total						400	0218 ✓

DIVISION MANAGERS
J. McLEAN
C. PAGE

10/8/97WINCTNRR.XLS

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON ONSET DISPLAY	8 CASE DISPLAYS SHIPPED TO ACCOUNT
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	100	
	162234 Total						100	
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	200	0220 ✓
	162237 Total						200	0221 ✓
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	200	
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	200	
162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	200	
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	200	
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	200	
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	200	
162201	162239	583694	J & B TOBACCO	ROUTE 37	HOGANSBURG	NY	200	
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	200	
162202	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	200	X
	162239 Total						1800	0222 ✓
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FAL	NY	300	
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	200	X
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	200	X
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	200	X
	162320 Total						900	0267 ✓

7282-
0223 ✓

DIVISION MANAGERS

J. McLEAN

C. PAGE

10/8/97WINCTNRR.XLS

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97** (Shipment will be made to Sales Rep if no R/Rep assigned).**ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	8-CASE DISPLAY SHIPPED TO ACCOUNT (Y/N)
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	200	
	162322 Total						200	0271 ✓
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	200	
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	400	X
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	300	X
	162323 Total						900	0273 ✓
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	200	
	162324 Total						200	0275 ✓
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	300	X
162302	162325	114561	NEXT DOOR	RT 7	POWNA	VT	400 400-300	X
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	200	
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	300	
162302	162325	623997	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	500 500-300	X
	162325 Total						1700 1700-300	0277 ✓
162307	162327	178829	THRUWAY PHARMACY, INC	TRUWAY SHP/CTR PLA	WALDEN	NY	100	
	162327 Total						100	0279 ✓
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE R	BASOM	NY	300	X
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	300	X
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	200	X

DIVISION MANAGERS

J. McLEAN

C. PAGE

10/8/97WINCTNRR.XLS

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557

BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97** (Shipment will be made to Sales Rep if no R/Rep assigned).**ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	S/S #	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	CASE DISPLAY SHIPPED TO (ACCOUNT SET X)
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	100	X
	162622 Total						900	0294
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	300	X
162606	162623	263886	DARREN'S BEARCLAW	11048 S.WESTERN BLV	IRVING	NY	100	
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	100	
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	100	X
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEVE	GOWANDA	NY	100	
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	200	X
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	100	
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	200	X
162606	162623	536774	JR'S SMOKESHOP	RT. 5 & LAKESHORE R	IRVING	NY	300	X
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	200	X
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRI	IRVING	NY	100	X
162606	162623	733079	BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY	200	X
	162623 Total						2000	0298
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	200	
	162625 Total						200	0301
162601	162626	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	200	
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	300	X

7282-
0286

DIVISION MANAGERS

J. McLEAN

C. PAGE

10/8/97WINCTNRR.XLS

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	S/S	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	CASES DISPLAY SHIPPED TO AMOUNT (\$7.21)
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	300	X
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAIN	LEWISTON	NY	100	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	100	X
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	300	X
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAIN	SANBORN	NY	100	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT.	SANBORN	NY	100	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	100	
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	100	X
	162626 Total						1700	0304 ✓
162606	162628	324640	SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	100	
162606	162628	328435	OJ'S SMOKESHOP	W. PERIMETER ROAD	STEAMBURG	NY	200	X
162606	162628	340601	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	200	
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	200	X
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	100	
162606	162628	482404	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	100	X
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER RD	STEAMBURG	NY	100	
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	100	X
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	100	
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	100	

10/8/97WINCTNRR.XLS

 DIVISION MANAGERS
 J. McLEAN
 C. PAGE

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557**BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

STREP	RREP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER ORDER	CASES DISPLAY
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	100	
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	100	X
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	100	X
162628 Total							1600	0307 ✓
163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	500 500 400	X
163805	163820	103056	TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	500 500 400	X
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	300	
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	300	
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	300	X
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	500 500 400	X
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	300	
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	300 400 300	X
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	500 500 400	X
163820 Total							3680 3600	0320 ✓
163803	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	300	X
163803	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	300	
163803	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	300	
163803	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	400 400 300	X
163803	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH	400 400 300	

7282-
✓ 0309

10/8/97WINCTNRR.XLS

DIVISION MANAGERS
J. McLEAN
C. PAGE

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	S/S	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	CASES DISPLAY (527153) SHIPPED TO ACCOUNT
163803	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	400 400 300	X
163803	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	400 400 300	X
163821 Total							2500 2500 0	0326 ✓
163802	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	500 500 300	0328 A
163802	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	500 500 400	X
163802	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	300	
163802	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	300	
163822 Total							600 600 0	0327 ✓
163807	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	300	
163807	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	300	
163807	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	500 500 400	
163823 Total							1000 1000 0	0329 ✓
163807	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	500 500 400	X
163824 Total							500 500 0	0333 ✓
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	300	X
163825 Total							300	0335
163806	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	300	
163806	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	300	
163806	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	300	X

DIVISION MANAGERS

J. McLEAN

C. PAGE

10/8/97WINCTNRR.XLS

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557

BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	CASES SHIPPED TO ACCOUNT (OF X)
163806	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPRI	LACONIA	NH	300	
163806	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	300	X

~~1500~~
1800

0337

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	S/S	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON ONSETS (REF DISPLAY)	CASE DISPLAY (ITEM #) SHIPPED TO ACCOUNT (DATE)
162201	162280	436499	B&M SMOKESHOP	RT 37 BOX 19	HOGANSBURG	NY	200	
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	200	
162201 Total							400	
162202	0	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	200	
162202 Total							200	
162210	0	486139	BARTCO PENN	150 SAWKILL AVE	MILFORD	PA	200	
162210 Total							200	
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	200	
162208	162220	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	200	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	200	
162220 Total							600	
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	200	
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	200	X
162221 Total							400	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557**BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

STORE	R/REP	SSN	NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	SHIPPED TO ACCOUNT
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSBURGH	PA	200	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	200	
162209	162222	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	200	
162209	162222	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	200	X
162209	162222	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	200	X
162222 Total							1000	
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	200	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	200	X
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	200	X
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	200	X
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	200	X
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	200	
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	200	
162223 Total							1400	
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	200	
162224 Total							200	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557**BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	8 CASE DISPLAYS SHIPPED TO ACCOUNT FOR 24
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	100	X
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	100	X
	162225 Total						200	
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	200	
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTTS BEV&	ENDICOTT	NY	200	
	162226 Total						400	
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA	200	
162209	162227	584016	TOBACCO ROAD II	BOX 3	HONESDALE	PA	200	
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	200	
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	200	
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA	200	X
	162227 Total						1000	
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	200	X
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	200	X
	162228 Total						400	
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOT	NEDROW	NY	200	
162205	162230	641087	ONONDAGA NATION	DBA FIREKEEPERS DIN	NEDROW	NY	200	
	162230 Total						400	

RETAIL MANAGERS

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557**BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

SRREP	R/REP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	8-CASE DISPLAY (STORE SHIPPED TO ACCOUNT 297 X)
162605	162231	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	200	
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	200	
162231 Total							400	
162202	162232	269012	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	200	
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	200	
162232 Total							400	
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	200	
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	200	
162233 Total							400	
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	100	
162234 Total							100	
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	200	
162237 Total							200	

RETAIL MANAGERS

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

STORE	R/REP	SSN	AGENCY NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	8-CASE DISPLAY (11/13/97) SHIPPED TO ACCOUNT
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	200	
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	200	
162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	200	
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	200	
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	200	
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	200	
162201	162239	583694	J & B TOBACCO	ROUTE 37	HOGANSBURG	NY	200	
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	200	
162202	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	200	X
162239 Total							1800	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557**BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	# CARTON OFFERS PER DISPLAY	8-CASE DISPLAY SHIPPED TO ACCOUNT
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FAL	NY	300	
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	200	X
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	200	X
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	200	X
162320 Total							900	
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	200	
162322 Total							200	
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	200	
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	400	X
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	300	X
162323 Total							900	
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	200	
162324 Total							200	

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S.REP.	R/REP.	SIST.	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON ONSET PER DISPLAY	CASE DISPLAY (527153) SHIPPED TO ACCOUNT 97(X)
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	300	X
162302	162325	114561	NEXT DOOR	RT 7	POWNA	VT	400	X
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	200	
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	300	
162302	162325	623997	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	500	X
162325 Total							1700	
162307	162327	178829	THRUWAY PHARMACY_INC	TRUWAY SHP/CTR PLA	WALDEN	NY	100	
162327 Total							100	

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

SITE	REF	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	8 CASE DISPLAYS SHIPPED TO ACCOUNT (X)
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE R	BASOM	NY	300	X
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	300	X
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	200	X
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	100	X
162622 Total							900	
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	300	X
162606	162623	263886	DARREN'S BEARCLAW	11048 S.WESTERN BLV	IRVING	NY	100	
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	100	
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	100	X
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEVE	GOWANDA	NY	100	
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	200	X
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	100	
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	200	X
162606	162623	536774	JR'S SMOKESHOP	RT. 5 & LAKESHORE R	IRVING	NY	300	X
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	200	X
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRI	IRVING	NY	100	X
162606	162623	733079	BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY	200	X
162623 Total							2000	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557**BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

SREP	RREP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	# CARTON DEFERRED DISPLAY	8-CASE DISPLAY (127051) SHIPPED TO ACCOUNT (X)
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	200	
	162625 Total						200	
162601	162626	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	200	
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	300	X
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	300	X
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAI	LEWISTON	NY	100	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	100	X
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAI	SANBORN	NY	300	X
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAI	SANBORN	NY	100	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT.	SANBORN	NY	100	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	100	
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	100	X
	162626 Total						1700	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557**BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

SIREP	RREP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFER/REP DISPLAY	CASE POS-A SHIPPED TO ACCOUNT (P.O. #)
162606	162628	324640	SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	100	
162606	162628	328435	OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	200	X
162606	162628	340601	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	200	
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	200	X
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	100	
162606	162628	482404	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	100	X
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER RO	STEAMBURG	NY	100	
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	100	X
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	100	
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	100	
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	100	
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	100	X
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	100	X
162628 Total							1600	

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97** (Shipment will be made to Sales Rep if no R/Rep assigned).**ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.**

(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.**RETAIL PLACEMENT: WEEK OF 11/17/97**

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

STORE	R/REP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	CASES PER DISPLAY	CASE DISPLAY AVAILABLE
163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	500	X
163805	163820	103056	TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	500	X
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	300	
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	300	
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	300	X
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	500	X
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	300	
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	400	X
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	500	X
163820 Total							3600	
163803	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	300	X
163803	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	300	
163803	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	300	
163803	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	400	X
163803	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH	400	
163803	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	400	X
163803	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	400	X
163821 Total							2500	

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.

(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	S/SO	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON QUANTITY DEF	8 CASE DISPLAYS SHIPPED TO ACCOUNT
163802	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	500	
163802	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	500	X
163802	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	300	
163802	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	300	
163822 Total							1600	
163807	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	300	
163807	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	300	
163807	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	500	
163823 Total							1100	
163807	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	500	X
163824 Total							500	
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	300	X
163825 Total							300	

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

SIREP	R/REP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	CASE DISPLAY 157461 SHIPPED TO WEEK OF 11/17/97
163806	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	300	
163806	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	300	
163806	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	300	X
163806	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPRI	LACONIA	NH	300	
163806	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	300	X
163806	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	300	
163826 Total							1800	
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	200	X
163804	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	300	
163804	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	300	
163827 Total							800	
163809	163828	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	300	
163828 Total							300	
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	300	
163829 Total							300	

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	S/S	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	8-CASE DISPLAY (527150) SHIPPED TO ACCOUNT(97/10)
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	200	
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	200	
162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	200	
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	200	
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	200	
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	200	
162201	162239	583694	J & B TOBACCO	ROUTE 37	HOGANSBURG	NY	200	
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	200	
162201	162280	436499	B&M SMOKESHOP	RT 37 BOX 19	HOGANSBURG	NY	200	
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	200	
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	200	
162202	0	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	200	
162202	162232	269012	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	200	
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	200	
162202	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	200	X
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	200	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	200	X
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	200	
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTTS BEV&	ENDICOTT	NY	200	

DIVISION MANAGERS

J. McLEAN

C. PAGE

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557

BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	8-CASE DISPLAY SHIPPED TO ACCOUNT (Y/N)
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	200	X
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOT	NEDROW	NY	200	
162205	162230	641087	ONONDAGA NATION	DBA FIREKEEPERS DIN	NEDROW	NY	200	
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	200	
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	200	
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	200	
162208	162220	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	200	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	200	
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	200	
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	200	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	200	
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	200	
162209	162222	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	200	
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	200	
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA	200	
162210	0	486139	BARTCO PENN	150 SAWKILL AVE	MILFORD	PA	200	
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	200	
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	200	
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	200	

DIVISION MANAGERS
J. McLEAN
C. PAGE

WINSTON: CIGARETTE OUTLET CARTON ONSTERT PROMOTION #700557

BUY 1 CARTON WITH ONSTERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSTERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97** (Shipment will be made to Sales Rep if no R/Rep assigned).**ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	CASE DISPLAY (527150) SHIPPED TO ACCOUNT (Y/N)
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	400	X
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	300	X
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINDOOSKI	VT	300	
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FAL	NY	300	
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	200	X
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	200	X
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	200	X
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	300	X
162302	162325	114561	NEXT DOOR	RT 7	POWNALE	VT	400	X
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	200	
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	300	
162302	162325	623997	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	500	X
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	100	
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	200	
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	200	
162307	162327	178829	THRUWAY PHARMACY INC	TRUWAY SHP/CTR PLA	WALDEN	NY	100	

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	SHIPPED TO ACCOUNT 11/17/97
162601	162626	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	200	
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE R	BASOM	NY	300	X
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	300	X
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	200	X
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	100	X
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	200	
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	300	X
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	300	X
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAI	LEWISTON	NY	100	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	100	X
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAI	SANBORN	NY	300	X
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAI	SANBORN	NY	100	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT.	SANBORN	NY	100	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	100	
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	100	X
162605	162231	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	200	
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	200	
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	100	X
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	100	X

DIVISION MANAGERS
J. McLEAN
C. PAGE

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557**BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SS	ACCOUNT NAME	ADDRESS	CITY	STATE	7-CARTON OFFERSIDE DISPLAY	8-CASE DISPLAY (527150) SHIPPED TO ACCOUNT (07-01)
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	300	X
162606	162623	263886	DARREN'S BEARCLAW	11048 S.WESTERN BLV	IRVING	NY	100	
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	100	
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	100	X
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEVE	GOWANDA	NY	100	
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	200	X
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	100	
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	200	X
162606	162623	536774	JR'S SMOKESHOP	RT. 5 & LAKESHORE R	IRVING	NY	300	X
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	200	X
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRI	IRVING	NY	100	X
162606	162623	733079	BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY	200	X
162606	162628	324640	SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	100	
162606	162628	328435	OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	200	X
162606	162628	340601	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	200	
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	200	X
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	100	
162606	162628	482404	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	100	X
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER RO	STEAMBURG	NY	100	

DIVISION MANAGERS

J. McLEAN

C. PAGE

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON ONSETS PER DISPLAY	8-CASE DISPLAY SHIPPED TO (S/REP #)
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	100	X
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	100	
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	100	
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	100	
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	100	X
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	100	X

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	SHIPPED TO ACCOUNT (Y/N)
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	200	X
163802	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	500	
163802	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	500	X
163802	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	300	
163802	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	300	
163803	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	300	X
163803	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	300	
163803	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	300	
163803	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	400	X
163803	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH	400	
163803	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	400	X
163803	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	400	X
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	300	X
163804	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	300	
163804	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	300	
163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	500	X
163805	163820	103056	TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	500	X
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	300	
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	300	

DIVISION MANAGERS
J. McLEAN
C. PAGE

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERS PER DISPLAY	8-CASE DISPLAYS SHIPPED TO ACCOUNT (X)
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	300	X
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	500	X
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	300	
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	400	X
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	500	X
163806	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	300	
163806	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	300	
163806	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	300	X
163806	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPRI	LACONIA	NH	300	
163806	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	300	X
163806	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	300	
163807	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	300	
163807	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	300	
163807	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	500	
163807	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	500	X
163809	163828	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	300	

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON OFFERSHET DISPLAY	8-CASE DISPLAY (527150) SHIPPED TO ACCOUNT (6970)
**NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS								
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	200	X
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	200	X
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	200	X
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	200	X

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557

BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON INSERTS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	OFFERS PER CARTON DISPLAY	8-CASE DISPLAY (#527151) SHIPPED TO ACCOUNT #37 (X)
**NO P.O.S. KITS WILL BE SHIPPED TO TOBACCO ROAD LOCATIONS								
162209	162222	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	200	X
162209	162222	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	200	X
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA	200	X
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	200	X
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	200	
162209	162227	584016	TOBACCO ROAD II	BOX 3	HONESDALE	PA	200	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557

BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON INSERTS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S REP	R REP	SSN	ORGANIZATION	ADDRESS	CITY	STATE	ZIP	8-CASE DISPLAYS
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	200	
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	200	
162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	200	
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	200	
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	200	
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	200	
162201	162239	583694	J & B TOBACCO	ROUTE 37	HOGANSBURG	NY	200	
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	200	
162201	162280	436499	B&M SMOKE SHOP	RT 37 BOX 19	HOGANSBURG	NY	200	
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	200	
162201	162323	492340	GANIENKEHAKA	PO BOX 85	ALTONA	NY	200	
162202	0	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	200	
162202	162232	269012	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	200	
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	200	
162202	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	200	X
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	200	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	200	X
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	200	
162204	162226	621026	DAHULICH DIST INC	DBA WOLCOTT'S BEV&	ENDICOTT	NY	200	

DIVISION MANAGERS
J. McLEAN
C. PAGE

WINSTON: CIGARETTE OUTLET CARTON ONSERT PROMOTION #700557

BUY 1 CARTON WITH ONSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSERTS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	ST	ZIP	8 CASE DISPLAYS
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	200	X
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOT	NEDROW	NY	200	
162205	162230	641087	ONONDAGA NATION	DBA FIREKEEPERS DIN	NEDROW	NY	200	
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	200	
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	200	
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	200	
162208	162220	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	200	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	200	
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	200	
162208	162222	291931	PLAZA BEVERAGE INC	3 RACHAEL DR	PITTSTON	PA	200	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	200	
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	200	
162209	162222	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	200	
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	200	
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA	200	
162210	0	486139	BARTCO PENN	150 SAWKILL AVE	MILFORD	PA	200	
162210	162227	130056	TOBI CORP	6 DOLSON AVE	MIDDLETOWN	NY	200	
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	200	
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	200	

DIVISION MANAGERS

J. McLEAN

C. PAGE

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557**BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON INSERTS (PACKED 100/SKU) ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8 CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SSN	ADDRESS NAME	ADDRESS	CITY	STATE	ZIP	QUANTITY
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	400	X
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	300	X
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	300	
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FAL	NY	300	
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	200	X
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	200	X
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	200	X
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	300	X
162302	162325	114561	NEXT DOOR	RT 7	POWNALE	VT	400	X
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	200	
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	300	
162302	162325	623997	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	500	X
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	100	
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	200	
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	200	
162307	162327	178829	THRUWAY PHARMACY INC	TRUWAY SHP/CTR PLA	WALDEN	NY	100	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557

BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON INSERTS: (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97** (Shipment will be made to Sales Rep if no R/Rep assigned).**ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	S/S	ACCOUNT NAME	ADDRESS	CITY	ST	ZIP	QUANTITY
162601	162626	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	200	
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE R	BASOM	NY	300	X
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	300	X
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	200	X
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	100	X
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	200	
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	300	X
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	300	X
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAIN	LEWISTON	NY	100	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	100	X
162603	162626	422076	NQ BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	300	X
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAIN	SANBORN	NY	100	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT	SANBORN	NY	100	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	100	
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	100	X
162605	162231	269440	CHUCKS MOBIL MART	STATE & MEADOW ST	ITHACA	NY	200	
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	200	
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	100	X
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	100	X

DIVISION MANAGERS
J. McLEAN
C. PAGE

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97** (Shipment will be made to Sales Rep if no R/Rep assigned).**ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED & CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SSN	STORE NAME	ADDRESS	CITY	STATE	QUANTITY	DISPLAYS
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	300	X
162606	162623	263886	DARREN'S BEARCLAW	11048 S WESTERN BLV	IRVING	NY	100	
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	100	
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	100	X
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEVE	GOWANDA	NY	100	
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	200	X
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	100	
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	200	X
162606	162623	536774	JR'S SMOKESHOP	RT. 5 & LAKESHORE R	IRVING	NY	300	X
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	200	X
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTR	IRVING	NY	100	X
162606	162623	733079	BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY	200	X
162606	162628	324640	SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	100	
162606	162628	328435	OJ'S SMOKESHOP	W. PERIMETER ROAD	STEAMBURG	NY	200	X
162606	162628	340601	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	200	
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	200	X
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	100	
162606	162628	482404	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	100	X
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER RO	STEAMBURG	NY	100	

WINSTON: CIGARETTE OUTLET CARTON ONSSERT PROMOTION #700557

BUY 1 CARTON WITH ONSSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSSERTS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

STORE	REP	SALES	ADDRESS	CITY	STATE	ZIP	8-CASE DISPLAYS
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY 11781	X
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY 11734	
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY 11793	
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY 11781	
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY 11752	X
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY 11793	X

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CARTON QUANTITY DISPLAY	8-CASE DISPLAY SHIPPED
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	200	X
163802	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	500	
163802	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	500	X
163802	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	300	
163802	163822	559739	HARDSCRABBLE VAR	880 VALLEY RD	GREENVILLE	NH	300	
163803	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	300	X
163803	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	300	
163803	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	300	
163803	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	400	X
163803	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH	400	
163803	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	400	X
163803	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	400	X
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	300	X
163804	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	300	
163804	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	300	
163805	163820	064556	FOODS PLUS CONV	ROUTE 125	PLAISTOW	NH	500	X
163805	163820	103056	TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	500	X
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	300	
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	300	

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS:**THE WEEK OF 11/10/97** (Shipment will be made to Sales Rep if no R/Rep assigned).**ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

S/REP	R/REP	SALES	COMPANY NAME	ADDRESS	CITY	STATE	QUANTITY	DISPLAYS
163805	163820	104514	SHYERS LOSTER POUND	RT 28	SALEM	NH	300	X
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	500	X
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	300	
163805	163820	689422	WORLD FAMOUS STATE LN	24 BRIDGE ST	PELHAM	NH	400	X
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	500	X
163806	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	300	
163806	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	300	
163806	163826	643741	AD&G VARIETY INC	798 CENTRAL ST	FRANKLIN	NH	300	X
163806	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPRI	LACONIA	NH	300	
163806	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	300	X
163806	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	300	
163807	163823	104365	MR MARKET, INC.	297 SPRUCE ST	MANCHESTER	NH	300	
163807	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	300	
163807	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	500	
163807	163824	486298	MS MARKET	176 SAGAMORE ST	MANCHESTER	NH	500	X
163809	163828	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	300	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557

BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON INSERTS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	SSN	ACCOUNT NAME	ADDRESS	CITY	STATE	ZIP	8-CASE DISPLAY
**NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES LOCATIONS								
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	200	X
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	200	X
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	200	X
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	200	X

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU, ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned).

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 11/13/97.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

S/REP	R/REP	S/S	ACCOUNT NAME	ADDRESS	CITY	STATE	QUANTITY	8-CASE DISPLAYS
**NO P.O.S. KITS WILL BE SHIPPED TO TOBACCO ROAD LOCATIONS								
162209	162222	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	200	X
162209	162222	687425	TOBACCO ROAD IV	RT 940 MT. POCONO	MT POCONO	PA	200	X
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA	200	X
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	200	X
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	200	
162209	162227	584016	TOBACCO ROAD II	BOX 3	HONESDALE	PA	200	

WINSTON: CIGARETTE OUTLET CARTON ONSERT PROMOTION #700557

BUY 1 CARTON WITH ONSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSERTS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep. If no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE. OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

162201	162280	436498	B&M SMOKE SHOP	RT 37 BOX 19	HOGANSBURG	NY	200	
162201	162280	522487	WILD BILLS ONE STOP	ROUTE 37	HOGANSBURG	NY	200	
	162201 Total						400	
162202	0	172414	WAYNE DRUGS	24 W. BRIDGE ST.	OSWEGO	NY	200	
	162202 Total						200	
162210	0	486139	BARTCO PENN	150 SAWKILL AVE	MILFORD	PA	200	
	162210 Total						200	
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	200	
162208	162220	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	200	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	200	
	162220 Total						600	
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	200	
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	200	X
	162221 Total						400	

WINSTON: CIGARETTE OUTLET CARTON ONSTERT PROMOTION #700557

BUY 1 CARTON WITH ONSTERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSTERTS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep. If no R/Rep assigned).****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE, OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP DISPLAYS****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

STORE	REP	SS	ADDRESS	ADDRESS	STATE	ZIP	QUANTITY	DISPLAYS
162208	162222	291931	PLAZA BEVERAGE INC	3 RACHAEL DR	PITTSBURGH	PA	200	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	200	
162209	162222	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	200	
162209	162222	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	200	X
162209	162222	657425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	200	X
		162222 Total					1000	
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	200	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLS TEAD	PA	200	X
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	200	X
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	200	X
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	200	X
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	200	
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	200	
		162223 Total					1000	
162208	162224	516457	LAUBACH INC	547 E 8TH ST	BERWICK	PA	200	
		162224 Total					200	

WINSTON: CIGARETTE OUTLET CARTON ONSERT PROMOTION #700557

BUY 1 CARTON WITH ONSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSERTS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned)****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE, OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

REP	STORE	SSN	NAME	ADDRESS	CITY	STATE	ZIP	QUANTITY	STATUS
162208	162222	291931	PLAZA BEVERAGE INC	3 RACHAEL DR	PITTSBURGH	PA	15201	200	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	17002	200	
162209	162222	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	16657	200	
162209	162222	646098	TOBACCO ROAD III	RT 590	HAMLIN	PA	15116	200	X
162209	162222	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	18340	200	X
	162222 Total							800	
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	16801	200	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	16803	200	X
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	16801	200	X
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	16889	200	X
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	16824	200	X
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	16801	200	
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	16801	200	
	162223 Total							800	
162208	162224	516457	LAUBACH INC	547 E 8TH ST	BERWICK	PA	16725	200	
	162224 Total							200	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557

BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON INSERTS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS

THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned)

ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.

(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKING JOES OR TOBACCO RD LOCATIONS)

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE, OTHERWISE USE ON-HAND CARTON FIXTURES/TEMP DISPLAYS.

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED 8 CASE DISPLAYS ARE INDICATED)

STORE	REP	STORE NO.	STORE NAME	ADDRESS	CITY	STATE	QUANTITY	8 CASE DISPLAYS
162201	162280	435499	B&M SMOKESHOP	RT. 37 BOX 19	HOGANSBURG	NY	200	
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	200	
	162201 Total						400	
162202	162280	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	200	
	162202 Total						200	
162210	162280	486139	BARTCO PENN	150 SAWKILL AVE	MILFORD	PA	200	
	162210 Total						200	
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	200	
162208	162220	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	200	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	200	
	162220 Total						600	
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	200	
162209	162221	739242	TOBACCO ROAD	FOUNTAIN SPRING RT 61	TANNERSVILLE	PA	200	X
	162221 Total						200	

DIVISION MANAGERS

J. McLEAN

C. PAGE

10/9/97WINCTNRR.XLS

WINSTON: CIGARETTE OUTLET CARTON ONSERT PROMOTION #700557
 BUY 1 CARTON WITH ONSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
 FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

**CARTON ONSERTS (PACKED 100 SKO) WILL BE SHIPPED TO RETAILERS
 THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep/Info/Rep assigned).**

ONE P.O.S. KITS (ITEM #527450) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.

**(NOTE: NO POS KITS WILL BE SHIPPED TO STOCK JOES (OR TOBACCO) LOCATIONS).
 UTILIZE & CASE DISPLAYS WHERE AVAILABLE. OTHERWISE USE ON HAND CARTON FIXTURES. TEMP. DISPLAYS.**

RETAIL PLACEMENT: WEEK OF 11/17/97

(STORES SHIPPED & CASE DISPLAYS ARE INDICATED)

LINE	LINE	NAME	ADDRESS	ROUTE	CITY	STATE	ZIP	QUANTITY	UNIT
162201	162239	ANNESANE TOB SHOP	RACE RD	RT 37	ROOSEVELTOWN	NY		200	
162201	162239	ANNAVALE CORNER ST	RACE RD	RT 37	ROOSEVELTOWN	NY		200	
162201	162239	JOHN WAONME SMOKESH	ROUTE 37		ROOSEVELTOWN	NY		200	
162201	162239	G & G TOBACCO	RR & ROUTE 37		ROOSEVELTOWN	NY		200	
162201	162239	GRACE & ALYNS	RD#1 BOX 13	RT 37	BOMBAY	NY		200	
162201	162239	KANIKENHAWAGAS	ROUTE 37	BOX 919	HOGANSBURG	NY		200	
162201	162239	J & B TOBACCO	ROUTE 37		HOGANSBURG	NY		200	
162201	162239	J E N TOBACCO	BOX 134B	ROUTE 37	BOMBAY	NY		200	
162202	162239	SHAMPINE TOBACCO	322 STATE ST		CARTHAGE	NY		200	
	162239	Total						200	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557
BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON INSERTS (PACKED 100 SKU ITEM #527453) WILL BE SHIPPED TO RETAILER'S THE WEEK OF 11/10/97. (Shipment will be made to Sales Rep. if no P/Rep assigned)
ONE P.O.S. KITS (ITEM #527450) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.
(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKING JOES OR TOBACCO RD LOCATIONS)
UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE, OTHERWISE USE ON-HAND CARTON FIXTURES/ITEM DISPLAYS.
RETAIL PLACEMENT: WEEK OF 11/17/97
(STORES SHIPPED 8 CASE DISPLAYS ARE INDICATED)

SHEET	TAXPAYER	STATE	COUNTY	CITY/TOWNSHIP	ADDRESS	PROPERTY CLASS	ASSESSMENT	EXEMPTION
162302	1623720	459387	EZDUZZI	75 SARATOGA AVE	SOUTH GLENS FALLS	NV	300	X
162302	1623720	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VLT	200	X
162302	1623720	657371	BEVERAGE KING	RTE 4N	BOMOESEN	VLT	200	X
162302	1623720	776167	WELLS TRADING POST	RTE 30	WELLS	VLT	200	X
162320 Total							300	
162303	1623722	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NV	200	
162322 Total							200	
162201	1623723	492340	GAYLOR WEE	PO BOX 85	ALTONA	NV	200	
162301	1623723	1693767	MINORS DISCOUNT BEV	375 LAKE ST	ST ALBANS	VLT	400	X
162301	1623723	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BVD	PLATTSBURGH	NV	300	X
162323 Total							300	
162303	1623724	130283	BEEBES SERVICE STA	1000 CURRY RD	SCHENECTADY	NV	200	
162324 Total							200	

51852 3746

WINSTON: CIGARETTE OUTLET CARTON ONSSERT PROMOTION #700557
 BUY 1 CARTON WITH ONSSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
 FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSSERTS (PACKED 100 SKU ITEM #527153) WILL BE SHIPPED TO RETAILERS
THE WEEK OF: 11/10/97 (Shipments will be made to Sales Rep. no R/Rep. assigned)
ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97
(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKE JOES OR TOBACCO RD LOCATIONS)
UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE USE ON-HAND CARTON FIXTURES/TEMP. DISPLAYS
RETAIL PLACEMENT: WEEK OF 11/17/97 (STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

STORE	WEEK	ADDRESS	CITY	STATE	QUANTITY	8-CASE DISPLAYS
162302	162325	114544 SMOKE'S DEN	HUNT STREET	VT	300	X
162302	162325	114561 NEXT DOOR	RT 7	VT	400	X
162302	162325	114564 BILLMONT'S COUNTRY ST	RT 8	VT	200	
162302	162325	386834 N BENNINGTON VARIETY	BANK STREET EXT	VT	300	
162302	162325	623997 SHORT STOP VARIETY	MAIN STREET	VT	600	X
162302	162325	162325 Total			1400	
162307	162327	178829 THRUWAY PHARMACY INC	THRUWAY SHOPPING PL	VT	100	
	162327 Total				100	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #7005577
BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON.
FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)

RETAIL MANAGERS

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557

BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.

FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSETS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS**THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned)****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD. LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE USE ON-HAND CARTON FIXTURES/TEMP. DISPLAYS****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

REP	STORE	SSN	STORE NAME	ADDRESS	CITY	STATE	QTY	QTY
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST. B	BUFFALO	NY	200	
	162625 Total						200	
162601	162626	765525	FRONTIER BEVERAGE	121 GRANT ST.	BUFFALO	NY	200	
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	300	X
162603	162626	349196	JAY'S	5446 WALMORE RD.	LEWISTON	NY	300	X
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAIN	LEWISTON	NY	100	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	100	X
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	300	X
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAIN	SANBORN	NY	100	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT.	SANBORN	NY	100	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD.	LEWISTON	NY	100	
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD.	SANBORN	NY	100	X
	162626 Total						200	

RETAIL MANAGERS

WINSTON: CIGARETTE OUTLET CARTON ONSET PROMOTION #700557**BUY 1 CARTON WITH ONSET THAT INCLUDES 'STICK-TO-STICK' COMPARISON.****FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.****CARTON ONSETS (PACKED 100/SKU ITEM #527153) WILL BE SHIPPED TO RETAIL REPS****THE WEEK OF 11/10/97 (Shipment will be made to Sales Rep if no R/Rep assigned)****ONE P.O.S. KITS (ITEM #527150) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE 11/13/97.****(NOTE: NO P.O.S. KITS WILL BE SHIPPED TO SMOKIN' JOES OR TOBACCO RD LOCATIONS)****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE, OTHERWISE USE ON-HAND CARTON FIXTURES/TEMP. DISPLAYS****RETAIL PLACEMENT: WEEK OF 11/17/97****(STORES SHIPPED 8-CASE DISPLAYS ARE INDICATED)**

STORE	SALES REP	SKU	DESCRIPTION	ADDRESS	CITY	STATE	QUANTITY	8-CASE DISPLAYS
162606	162628	324840	SENECA SMOKE & CRAFT	688 BROAD ST.	SALAMANCA	NY	100	
162606	162628	328435	OJ'S SMOKE SHOP	W. PERIMETER ROAD	STEAMBURG	NY	200	X
162606	162628	340601	RON'S SMOKE SHOP	BOX 62A RD 3	ALLEGANY	NY	200	
162606	162628	368567	KEN'S SMOKE SHOP	2001 ROUTE 219	LIMESTONE	NY	200	X
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST.	SALAMANCA	NY	100	
162606	162628	482404	KEN'S LOCAL SMOKE SHOP	7 MAIN ST.	SALAMANCA	NY	100	X
162606	162628	675088	RICHARDS SMOKE SHOP	2164 W. PERIMETER RD	STEAMBURG	NY	100	
162606	162628	675069	COLDSPRING SMOKE & GAS	W. PERIMETER ROAD	STEAMBURG	NY	100	X
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	100	
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST.	SALAMANCA	NY	100	
162606	162628	715424	WHITE MTN TOBACCO	W. PERIMETER ROAD	STEAMBURG	NY	100	
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	100	X
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST.	SALAMANCA	NY	100	X
162628 Total							1000	

WINSTON: CIGARETTE OUTLET CARTON INSERT PROMOTION #700557

BUY 1 CARTON WITH INSERT THAT INCLUDES 'STICK-TO-STICK' COMPARISON. FIELD MAY ALSO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON(S) SERIALIZED (PACKED 100(S) OF 52(52)) WILL BE SHIPPED TO RETAIL REPS.
THE WEEK OF 11/14/97 (Shipment: Where mode of Sale: Rep: to Rep assigned)

ONEPOS (KTS/UEL/52460) WILL BE SHIPPED DIRECTLY TO EACH STORE TO ARRIVE IN 07/24
 (NOTE: NO POS KTS WILL BE SHIPPED TO STORE JOES OR 1036667 (2 LOCATIONS))

UTILIZE CASE DISPLAYS WHERE AVAILABLE. OTHERWISE, USE C- AND CARTON EXTENDED TRUMP DISPLAYS.	(STORES SHIPPED CASE DISPLAYS ARE NOT COVERED)
--	--

163806	163826	572976	WILSON CLUB BOODEBAY	220 CENTRAL ST	FRANKLIN	NR	300
163806	163826	57943	LACONIA SPZ	GEORGETOWN ST	LACONIA	NR	300
163806	163826	648741	ADCO VARIETY INC	100 CENTRAL ST	FRANKLIN	NR	300
163806	163826	677682	CASEN KEEG LACONIA	DEER HORN EMBLER	LACONIA	NR	300
163806	163826	742970	CASEN KEEG	EMUL ST	MERRIDITH	NR	300
163806	163826	75072	CONNERT VARIETY	20 1/2 WALDEN STREET	CONCORD	NR	300
163826	163826						
163801	163827	317074	PAULS RESTAURANT	GEORGETOWN ST	DERBY	NR	200
163804	163827	317529	BEVERAGE KING	INTERCHANGE DR	WEST LEBANON	NR	300
163804	163827	604265	TAHOE PEANUTS	22 BRIDGE ST	WEST LEBANON	NR	300
	163827	Total					
163809	163828	283338	WEST ADDISON GENEVA	RUTLAND AVE RD	WEST ADDISON	NR	300
	163828	Total					
162301	163829	747200	MC GREGG'S DYAN VOGY	576 MAIN ST	WINOOSKI	NR	300
	163829	Total					

10/13/97MNCNRR.XLS

RETAIL MANAGERS